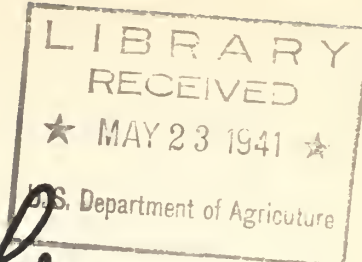


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Facts for NORTHEAST COMMITTEEMEN

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NORTHEASTERN CONFERENCE LAUNCHES VITAL NEW FARM POLICIES

Note: Adapting far-reaching new farm policies to Northeastern agriculture was the subject of the New York Conference called by the Secretary of Agriculture on April 24 and 25. Attending were about 150 representatives of farm organizations, farm cooperatives, farm papers, the Extension Service, and AAA committeemen. The entire conference divided into groups to discuss in detail the problems involved for poultrymen, dairymen, vegetable growers, and farm families, as well as broad general policies for the region. A few extracts from the principal talks and reports of the groups, shortened in spots for lack of space, are reproduced here. Every AAA committeeman should study them carefully. They represent a splendid broadening of farm policies and their adjustment to grave national needs.

A. W. Manchester.

REPORT OF THE EXECUTIVE COMMITTEE

Carl G. Wooster, Chairman of New York State AAA Committee, Chairman

The developments in the farm program announced from Washington in the past 3 weeks will, we believe, receive the support of the great majority of Northeastern farm people.

To make sure that every American has an opportunity to have all the good food essential to health and vigor is an obvious necessity for total defense. Ability to work and produce at peak efficiency is as essential as ability to fight. We hope that the acceptance of the full responsibility by the Government to see that all our people have this opportunity may be made permanent for peace as well as for war. The rejection under the draft of 2 out of 5 of our young men for physical disability, much of it arising from malnutrition, reveals the necessity for exerting every effort to correct the situation.

MAKING SURE AMERICANS
GET FOODS FOR HEALTH

We similarly endorse the measures taken to assure adequate food supplies for those resisting aggression abroad. We believe it is sound to call on our farmers for production sufficient for all needs and with reserves against emergencies. We are confident that they will respond to the limit of their abilities. The assurance of support of farm prices under these conditions is of course necessary. Supplies such as are called for without price support will be ruinous to farmers and make the maintenance of the farm plant impossible. Temporary production at a loss would destroy the ability to produce in the future.

The method proposed - *To give assurance of a fair price, put the information as completely into the hands of farmers as possible, and leave the decision to the judgment and conscience of each individual* - is truly American and at the same time likely to secure a better economic distribution of the new production than would be obtained by rigid control.

The question of the levels at which prices should be supported is a difficult one. Clearly the price must be high enough to enable farmers to make the necessary increases in the face of rising costs. It must be *fair to the farmer and fair to the consumer*. It is in the interest of all, farmers as well as consumers, that we avoid price spiraling and inflation. *Stability of prices at fair levels and with fair relationships between wages and the cost of living and between the prices the farmer pays and those he receives, will be supported by the mass of our farmers as sound basic policy.*

We want to call attention to another essential of any sound program for defense on the farm front. There are great differences between agricultural conditions in the different parts of this country. *A farm program must provide great flexibility to allow each section to make that contribution to the end desired that it is best fitted to make in the way it can best be done.*

The agriculture of the Northeast is, in the main, engaged in furnishing perishable products - milk, eggs and poultry, fruits and vegetables - for the great urban populations of the area. Those populations and their food demands are increasing rapidly, partly because of the concentration of defense work here. We believe our first contribution should be to take care of these expanding needs in the local markets. *We should bend every effort to keep our milk production, vegetable and poultry industries in sound adjustment with the needs of the local markets.*

However, we do not believe that our efforts need be limited entirely to supplying perishables in increasing amounts. We have a substantial vegetable and fruit canning industry in Pennsylvania, New York, New Jersey, and Northern New England. We believe that some expansion of production of canned vegetables is possible. The principal difficulty centers around the problem of farm labor. The problem is more acute here than anywhere else in the country, principally because about one-half of the defense contracts are concentrated here. However, it seems probable that there are a good many operators of small farms with some available family labor that could add small acreages of canning crops to their own advantage and in the general interest. The situation should be called particularly to their attention.

In addition to this general program of increased production of foods which are desired for domestic and export needs, each rural family can assist materially by providing for its own members a generous supply of home grown foods.

At the present time *emphasis should be centered on the efficient management of available farm facilities* rather than expansion of operations which require large capital investment on cultivation of unsuitable land.

Because of the vital importance of this program to national defense, *all agencies concerned in each state should cooperate in a continuing effort* to make the program of agricultural adjustment effective and adequate to meet any emergency.

REPORT OF THE GENERAL POLICIES COMMITTEE

Paul Sargeant, New Hampshire State AAA Committeeman, Chairman

The committee endorses the continuation of the conservation and adjustment programs. In addition, it recommends a policy of supporting prices in order to provide for production of ample supplies of food products for domestic uses and for aid to other democracies. The provision for such supplies represents a constructive extension and strengthening of the ever-normal granary principle. The price policy will need to reflect changing conditions in order to effect production of needed food products.

SUPPORTED PRICES MEAN
FAIRNESS FOR ALL

It is of national importance to develop a program that will provide for: *Ample production for all needs, including reasonable reserves.*

Insurance of fair prices to farmers -- prices which will give farmers parity income, permitting maintenance of the farm plant and an adequate standard of living for the farm family.

Opportunity for consumers to obtain agricultural products at reasonable prices that are sufficient to insure a continuous supply. Special encouragement should be given to the greater consumption of the protective foods by those groups which are known to have dietary deficiencies.

The committee wishes to emphasize the interrelationship of agricultural and industrial prices and urges the *cooperation of all groups to prevent unwarranted price changes.*

The committee recommends the *cooperation of all State and Federal agencies and farm organizations* in assisting farmers of the Northeast to *discharge the responsibility of adjusting production* to meet the changing market needs. These needs will be in part, at least, influenced by the improved purchasing power of consumers, concentration of industrial workers and soldiers, and the need for increased amounts of certain products for shipment to other democracies, and for reasonable reserves.

The committee endorses the principle expressed by Chester C. Davis, Member of the Advisory Commission to the Council of National Defense in an address before the annual meeting of the St. Paul Association of Commerce, on April 15, 1941, and incorporates the following excerpt as an integral part of this report:

"... the policy that accepts and seeks to attain for agriculture a fair standard of relationship with industrial wages and industrial prices should not be cast aside and need not be apologized for. I see altogether too pronounced a tendency to do both in the present agricultural picture. There is no equity and but little foresight in a philosophy that accepts and justifies every wage increase ... and exonerates increasing industrial prices as 'necessary' because of rising costs, while denying the same kind of accounting to the American farmer.

"We have many and difficult adjustments ahead of us. The defense program means that we shall have unequal pressures on different markets. Some farm supplies may be difficult to obtain. Costs may rise and many farm prices will continue to reflect the loss of foreign markets. The principle of fair parity in farm income and farm outgo must be maintained, if for no other reason than because the farm plant must remain healthy and solvent for national defense itself."

REPORT OF THE DAIRY COMMITTEE

W. F. Sinclair, Chairman of Vermont State AAA Committee, Chairman

The dairy committee feels that Northeastern dairymen are in sympathy with the ever-normal food supply program and its provisions to assure an adequate supply of dairy products to fulfill the needs of the lend-lease program and to assure improved nutrition and health of our own people.

It is estimated that these needs will require that the total milk production in the United States be increased 6 to 8 percent. In an effort to stimulate such an increase, the Department of Agriculture has offered to support the butter market by a price of 31 cents per pound for butter, Chicago basis. A large part of the milk produced in the Northeast States is used for fluid milk and cream, the price of which is related to the price of butter and other manufactured dairy products. The 31-cent price should be reasonably attractive on a national basis, though it may not be in fluid milk areas which are on higher price levels ...

The committee makes the following recommendations:

1. That Northeastern dairymen be encouraged to meet any increasing local market requirements. This can probably be done by better feeding and care of present dairy herds. Increased use of ACP should be encouraged to provide for better pasture and roughage.
2. That dairymen avoid the type of overexpansion, which results in capital investment in new buildings, and large purchases of equipment on the basis of prices which may grow out of the present emergency. Past experience indicates the difficulty of paying for such investments with farm products at post-war prices.
3. Surplus milk produced in the Northeast normally goes in part into evaporated milk and cheese which will assist in fulfilling the lend-lease requirements. However, the Northeastern dairymen, with high costs of production, cannot afford to produce milk solely for evaporated milk and cheese uses.
4. Since a sound dairy industry is basic to the success of the ever-normal food supply program, there should be no relaxation of herd improvement and disease control programs.
5. That the food stamp, school lunch, and similar programs be continued as a means of increasing milk consumption, correcting malnutrition, and building better health.
6. Since the amount of livestock feeds stored in the Northeast is normally sufficient to meet the food requirements for only 7 or 8 days, steps should be taken to insure an adequate reserve supply of feed grains in the area for at least 1 month's needs.
7. That agricultural agencies make every effort to keep dairymen informed concerning the changes in the need for dairy products in connection with the defense program.
8. That the Department of Agriculture work closely with organized producers to obtain the needed dairy products under the ever-normal food supply program.

REPORT OF THE POULTRY COMMITTEE

Willard Allen, New Jersey Commissioner of Agriculture, Chairman

The poultry committee accepts the program and goal of the Federal Department of Agriculture in the present emergency as it relates to the poultry industry of the Northeast.

The support of egg prices on the Chicago market at 22 cents should produce an average price in this section of the country at least 5 cents higher than the poultry keeper received for his production during the last 2 years ... This increased price to the farmer should result in an effort to obtain a greater egg production on the farms of the northeast.

POULTRYMEN INCREASE
FARM PROGRAM SUPPORT

The committee recommends more egg production on farms where large capital expenditures are not involved.

Recent weeks have seen an increase in poultry feed costs which have tended to discourage larger flocks and which, if continued, will tend to offset the effect of the support of the egg market by Federal buying. The committee urges that the Federal Government take such action as is necessary to keep the egg-feed ratio favorable to producers.

We recommend the following practices as being applicable to the Northeast Region:

1. A more gradual reduction in adult flocks toward the end of the laying year consistent with profitable egg production.
2. Maintenance or increase of plant capacity through use of barrack houses or summer shelters for the retention of yearlings or older birds.
3. Increasing the number of pullets raised to permit either closer selection of pullets housed or the selling of laying pullets to poultry keepers with available housing capacity.
4. That flock owners make every effort to maintain optimum egg quality until marketed.
5. Strenuous efforts are needed to control the spread of poultry diseases since they exact a heavy toll in birds and production in flocks affected.

REPORT OF THE VEGETABLE COMMITTEE

E. A. Flansburgh, New York State AAA Executive Assistant, Chairman

Tomatoes:

Since high percentages of Eastern tomatoes are used for other products than canned tomatoes, we suggest the inclusion of processed tomatoes in the purchasing program.

For Pennsylvania the state goal of a 50% increase in acreage for 1941 has been set.

4-H Club leaders should encourage Club boys to plant 1 or 2 acres as their Club project. County agents should send information regarding the program to every grower. County AAA committees should contact all cooperators with information on the program and point out that penalties have been lifted. In addition, canners and growers should be brought together in meetings to discuss the program and encourage increased acreage.

INSURING VEGETABLE
VITAMINS FOR DEFENSE

School authorities may be requested to release boys in field for farm work in fruit and canning sections.

About 1,000 acres of apple orchards have been removed in Niagara, New York, county this year. This acreage could be planted to tomatoes since a row crop is desirable to get the land in shape.

The committee recommends that immediate action be taken to raise the level of growers' prices in future contracts and those already made. This may be done through a voluntary program similar to that in 1933 under the N.R.A. where the price to tomato growers was raised by almost all canners simultaneously.

Other Canning Vegetables:

There is no indicated foreign demand for corn, peas and snap beans. No special program is anticipated now to expand acreage, although purchases of grades B and C will be made from canners by FSCC.

Fresh Vegetables:

The committee recommends that any program this season for "war gardens" be discouraged.

Potatoes:

The intended acreage of potatoes in 1941 is now estimated at about 4% below 1940. It is not believed desirable to increase acreage above the present intentions this year.

It is recognized that some program must be developed to control excess production in large crop years.

Dried Beans:

A program to expand acreage of dried beans will be announced shortly. Increased supplies of white beans particularly are desired.

REPORT OF THE COMMITTEE ON THE FARM HOME AND DEFENSE

George E. Lord, Assistant Extension Director, Maine, Chairman

I. Rural families should be informed immediately of the provisions of the new agricultural program. This should include:

	Interpreting needs for the program;
NUTRITION DRIVE	Appeals to all farmers, commercial and non-commercial, to provide for
OPENS ON FARM	their own needs and thereby release foods for defense;
HOME FRONT	Consideration of the necessary change in thinking of rural people toward the new program.

II. A well-developed program on home produced foods among rural families.

III. An intensive educational and informational program by all existing agencies to make rural people conscious of the nutrition and health situation.

IV. It is recommended that AAA include in its program immediately a practice for home food production and preservation.

V. Rural family financial planning should be stimulated now to insure stability and security among rural people.

VI. An understanding and appreciation of the opportunities and responsibilities of the individual in a democracy should be promoted.

VII. All available resources in local leadership should be used to bring to rural people the present situation and its progressive change. There is urgent need for increased extension assistance to assist in training local leaders and provide them with necessary materials.

THE FLEXIBLE MIND IN
A CHANGING WORLD

"... I certainly don't view that period (the one directly ahead) through any rose-tinted glasses. I think we are in for just about as tough a time as we have ever experienced. We're going to need in agriculture, it seems to me, an usually flexible type of mind. We can't just go home and plant our crops and then think no more about it until harvest time. ... On the one hand, we may have to curtail the production of some crops for very good reasons. On the other hand, we may have to accelerate the production of some particular crop. ... Keep your minds open; be sure you take all the facts into consideration when you make a decision - whatever that decision may be. And you will be making them rather rapidly from now on. ... Take this machinery; keep it well polished and oiled so you can go whichever way you want to go and can protect yourselves, and don't become the flotsam on the sea of commerce when this is all over. You don't have to."

... From address of
R.M. Evans, AAA Administrator,
New York City, April 25, 1941.

FARM PIONEERS FOR A
NEW CIVILIZATION

"... Up until the last very few years, man has lived in civilizations in which there was not enough to go around. If you took everything you could produce at a maximum and divided it among the people who were there to share it, you still came out with one answer -- a lousy living standard. ... Thinking about our capacity to produce, we find that within the last few years we have left a situation in which humanity has been chained for a long run of centuries. We have entered a new period in which, if we produced at maximum capacities and divided the production among the people there were to share it, we would come out with a very good living standard -- a decent standard for the first time in history. *The challenge and the hope is that we will learn how to live with abundance. You and I are pioneers in an era where for the first time there is enough to go around.* If we are smart enough, we can have a civilization of which we can all be proud. ... The job ahead is to distribute what we've learned how to produce."

... From address of
Milo Perkins, SMA Administrator,
New York City, April 24, 1941.

SECRETARY WICKARD OUTLINES AGRICULTURE'S PLACE IN DEFENSE

In keeping with the spirit and purpose of *Facts* are the following excerpts taken from the address of Secretary Claude R. Wickard before the New York Conference. Because he so accurately voiced the tempo of the meeting, the Secretary's remarks are, in a very real sense, the keynote of the gathering.

"I know that almost every farmer in the United States wants Britain to win. Why, then, am I devoting so much time to the world situation? I'll tell you why. I think it's time the farmers and the people of this country got excited about this world situation. I think we should carefully weigh our course in the light of our own self-interest. Some of the facts aren't very pleasant but we can't change them by looking the other way. Nowadays, ostrich nations don't last very long. If this country wants to continue to be a great nation, it must act like a great nation.

"On April 3, as you know, the Department of Agriculture announced that it would support the prices of hogs, dairy products, chickens and eggs as a part of the program to supply our own people and our allies with food.

"We are setting out to use our national farm programs as we always said they would be used -- when the time came -- to expand where expansion is needed. Now we are going to convert our reserves of feed into reserves of food. We are planning to turn the ever-normal granary program into an ever-normal food program.

"Some people are saying even now that our principal problem is still one of surpluses. So far as our export crops are concerned, wheat, cotton, tobacco and another commodity or two, they're right. But so far as pork, dairy products, poultry, eggs, tomatoes and some other foods are concerned, they're wrong, dead wrong.

"Even though the war stopped soon, it would be a long time before Europe would be on a self-sufficing basis in livestock products. After the war, a large part of the world will be looking to the United States for food. Whether we can give it to them may decide how much weight the United States will have at the peace councils. No, I'm not afraid of storing up too much food now. Remember that thousands upon thousands of our people have never had the right kinds of food. We can put the food we store to good use here and abroad. A part of any program for the defense of democracy is certain to be that our men, women and children have enough good food to keep them strong and healthy.

"In wartime, there is likely to be a tendency to try to grab while the grabbing seems good. Wartime profits and prices can look mighty appealing. Yet, groups that ask too much in times of emergency are likely to lose more than they gain. Farmers learned some rather bitter lessons during the First World War. We want any price increases now to be on a solid foundation. Farmers don't want a repetition of the crash that followed the first war. They want to keep the good will of consumers and taxpayers. They don't want to gouge. In turn, consumers and taxpayers too must realize that farm prices are low in comparison with other prices. Consumers and taxpayers too, must realize that the farmer cannot feed and clothe the country indefinitely if they do so at a loss."